

OPERATING RESULTS 2023



Progressive urban solutions



Progressive urban solutions



As of 31.12.2023

25 PROJECTS

Completed in Moscow
and Saint-Petersburg

2,8 MLN SQ M

Put into
operation

A- .ru A-(RU) ru A-

High credit ratings according to
the national rating scale

22 YEARS

On the real
estate market

1,7 MLN SQ M

At construction
and design stage

KEPT (ex-KPMG)

Auditor
since 2012



Progressive urban solutions

PROJECTS

As of 31.12.2023

⊕ The area of projects under constructions

720 thnd sq m

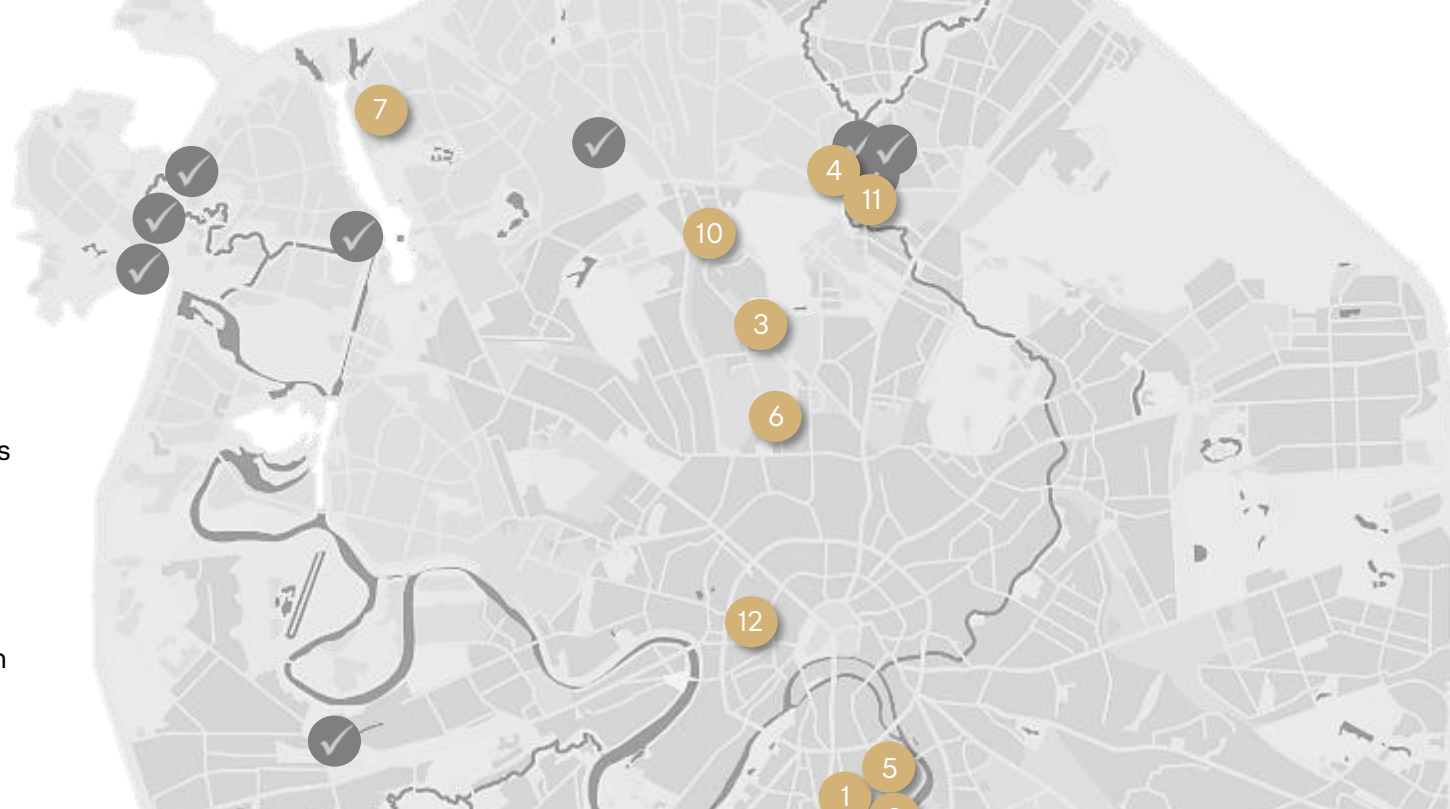
⊕ The are of projects at the design stage

1 006 thnd sq m

⊕ The area of completed projects

MOSCOW
2 040 thnd sq m

SAINT-PETERSBURG
751 thnd sq m



PROJECTS

- 1 HIGH LIFE
- 2 LIFE Varshavskaya
- 3 OSTANKINO BUSINESS PARK
- 4 BOTANICA MFC
- 5 OPUS
- 6 PRIDE
- 7 Smolynaya
- 8 Kozhevnickeskaya
- 9 SHIFT
- 10 Petrovsko-Razumovskaya TH
- 11 LIFE Botanichesky sad 3
- 12 Merzlyakovsky
- 13 YE'S Varshavskaya

● Under design and construction

✓ Completed projects

CORPORATE GOVERNANCE

General shareholders meeting

└ Independent auditor (Kept, ex-KPMG)

Board of directors

- └ Investment committee
- └ Audit committee
- └ HR committee and remuneration
- └ Strategy committee

General manager

Management team

Ultimate beneficiary
Leonid Maksimov
Ownership ratio: 100%

BOARD OF DIRECTORS



Leonid
Maksimov
Chair of the Board
Co-founder



Aleksey
Miroshnikov
CEO



Artem
Eyramdzhants
IR Director



Viktor
Lisin
Deputy CEO



James
Corrigan
NED



Andrey
Reus
NED



Andrey
Dementyev
NED



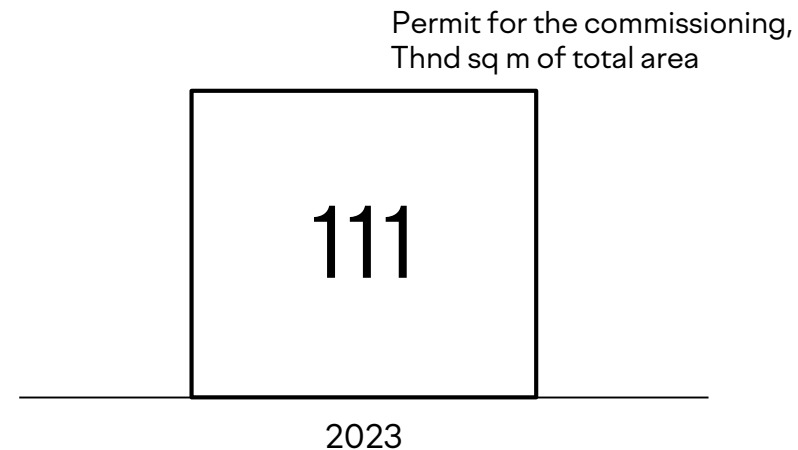
VOLUME OF CONSTRUCTION



Permit for the commissioning

111 thnd sq m were put into operation in 2023:

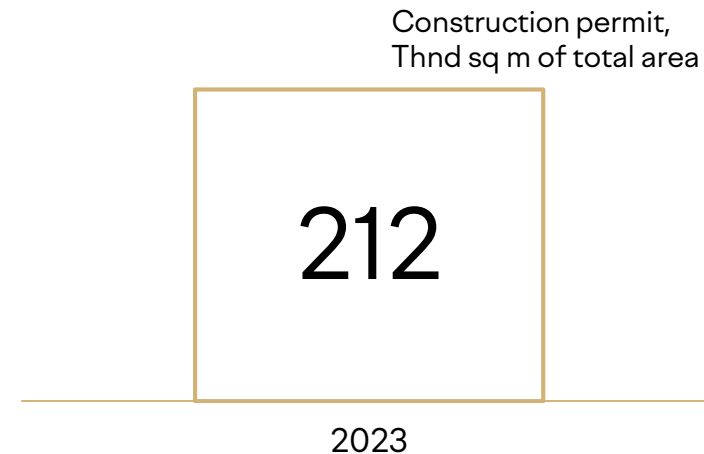
- OSTANKINO BP (2nd phase)
- LIFE Varshavskaya 3
- School for 900 pupils in LIFE Varshaskaya 3



Permit for the construction

212 thnd sq m were launched in 2023:

- HIGH LIFE (2nd phase)
- LIFE Varshavskaya 4
- OSTANKINO BP (building 5)

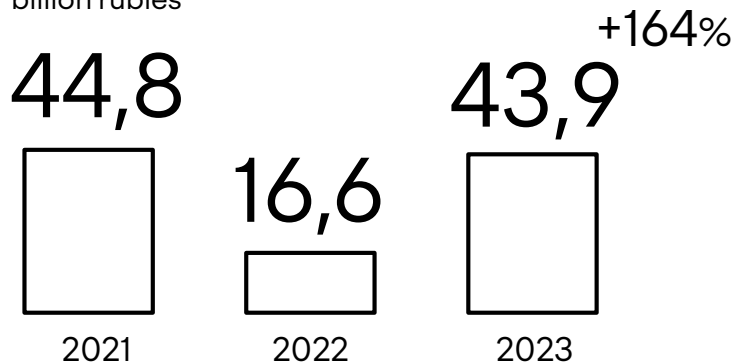


SALES

All type of real estate

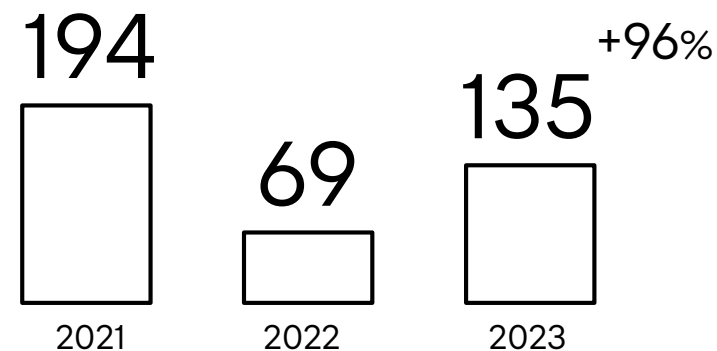
Sales

billion rubles



Sales volume

thnd sq m



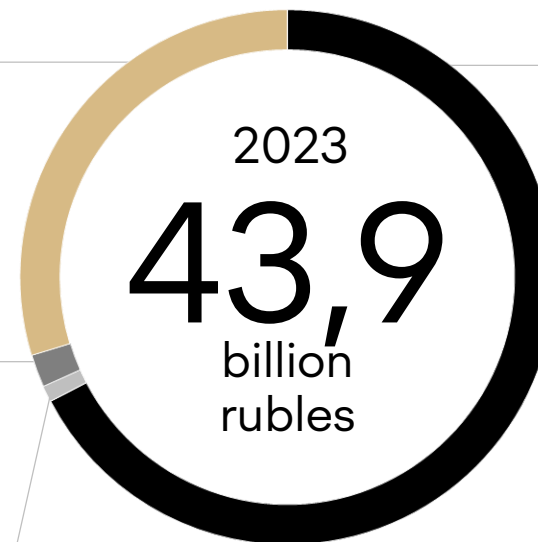
Sales structure

29%
Commercial
real estate
37% B 2022

69%
Residential
real estate
56% B 2022

2%
Parking
5% B 2022

<1%
Apartments
2% B 2022



Share of sales with
escrow by all types
of real estate

97% 2023
77% 2022

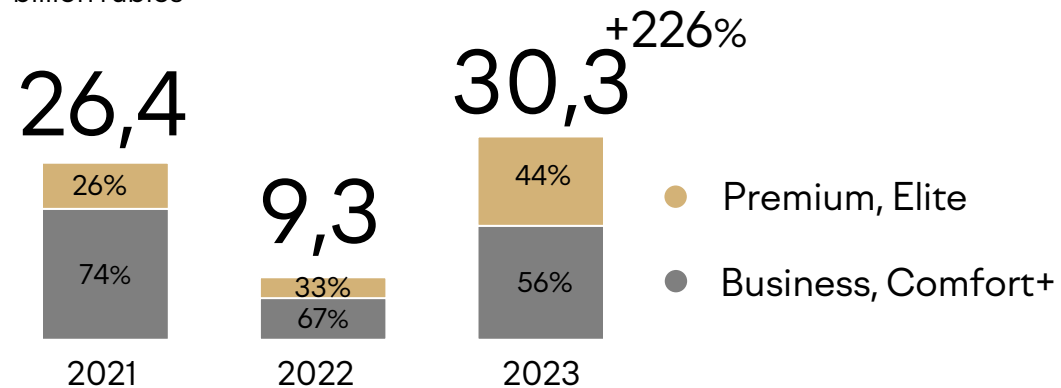


SALES

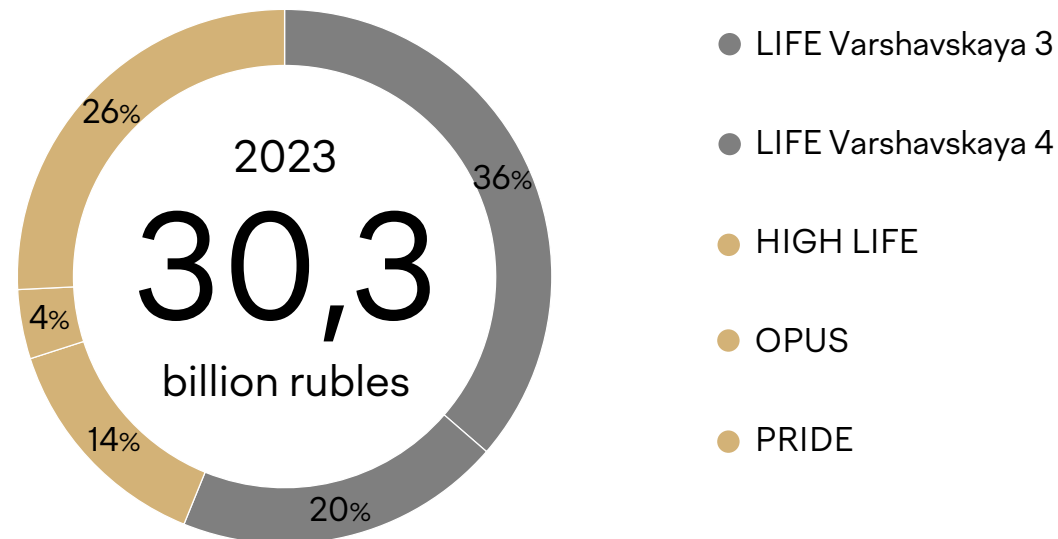
Residential real estate

Sales of residential real estate

billion rubles

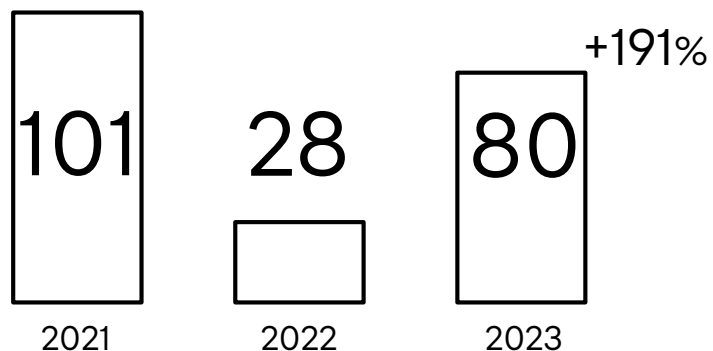


Sales structure of residential real estate by projects



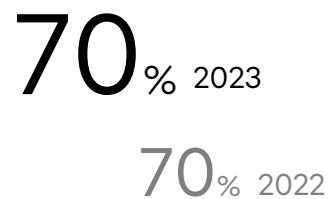
Sales volume of residential real estate

thnd sq m



Sales of residential real estate returned to pre-crisis level of 2021 in money terms. Growth of average sale price is entirely caused by increase of the shares of Premium and Elite projects in whole sales structure.

Share of mortgage sales



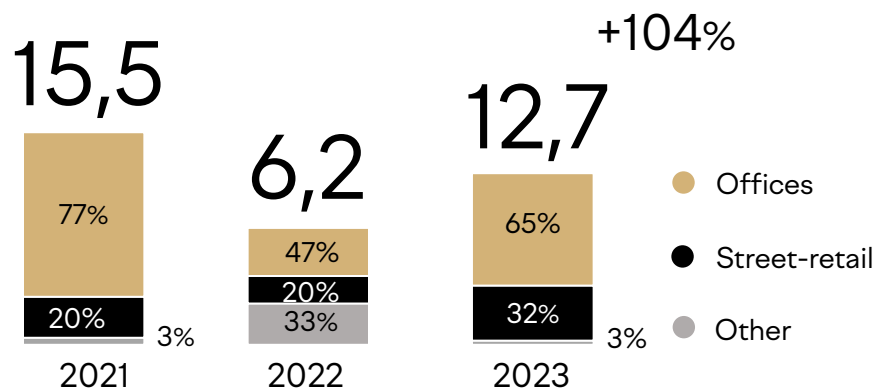
Average retail price of residential real estate



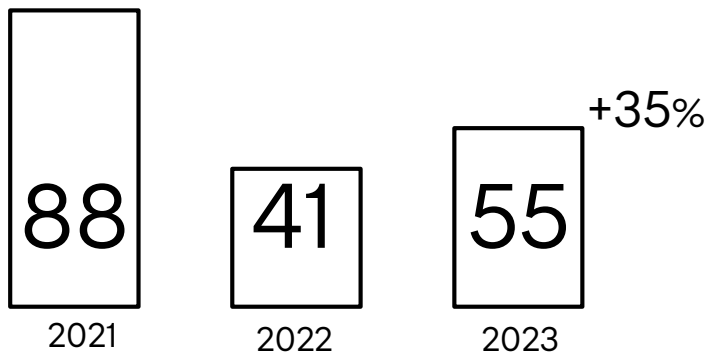
SALES

Commercial real estate

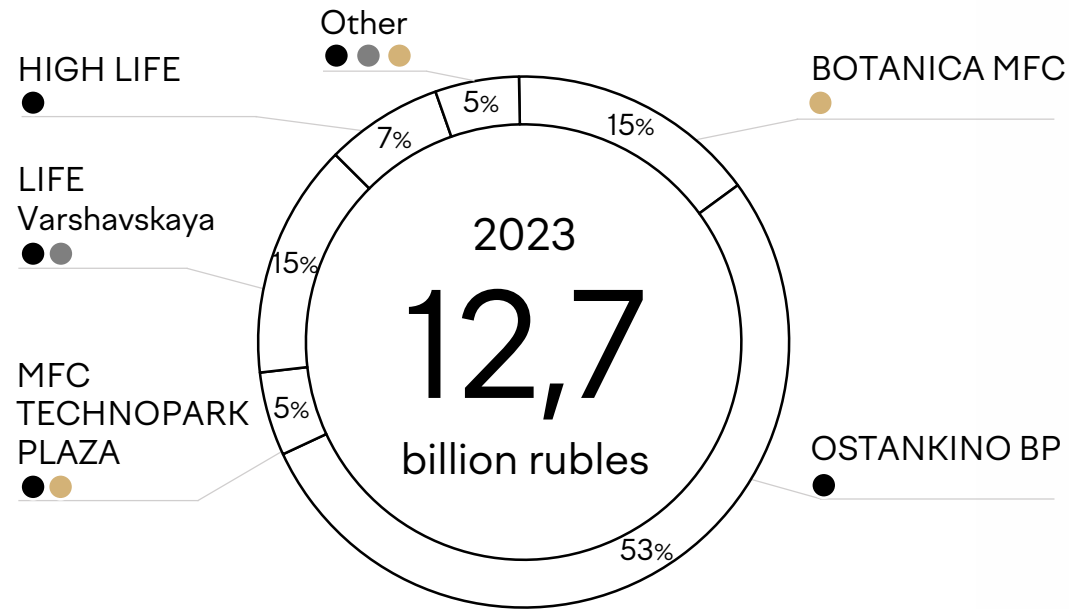
Sales of commercial real estate billion rubles



Sales volume of commercial real estate thnd sq m



Sales structure of commercial real estate by projects



In 2023 sales of commercial real estate increased twice in comparison with 2022 and approached the pre-crisis level 2021. In 2021 several wholesale deals were concluded at below average prices. In 2023 retail lots were sold not in a bulk and had exceeded sales level of 2021.

HIGHLIGHTS 2023

Pioneer Group

Company won the main nomination of the Workplace Awards 2023 and the company was recognized as the «Developer of the Year» in the office real estate segment.

PIONEER was awarded the title «Real Estate Developer of the Year. Residential Property» at the PROESTATE&TOBY Awards 2023.

Leonid Maksimov

PIONEER shareholder Leonid Maximov became the first in the nomination «Executive. Real Estate Developer» of REPUTATION award 2023 and also recognized Person of the Year at the Urban Awards 2023.

Aleksey Miroshnikov

PIONEER CEO Alexey Miroshnikov included in the list of the «Top 1000 Russian managers rating» and ranked among the top ten of the «Top 250 executives» in the «Construction» category.

Digital financial assets

PIONEER successfully placed first 2 issues of innovative digital financial asset in total amount of 1.1 billion rubles.



HIGHLIGHTS 2023

● OSTANKINO BUSINESS PARK

In 2023 Company has sold 2 blocks at OSTANKINO BUSINESS PARK as a part of wholesale deal.

Business center receive gold ECOSMART OFFICE certificate.

● MFC Technopark plaza

Has been awarded the Gold level of Clever, the Russian system of building assessment and certification. During certification assessed the rational use of resources, the level of environmental impact during the operation of the facility.

● BOTANICA MFC

Receive gold ECOSMART OFFICE certificate.

● SHIFT

Pioneer entered into loan agreement with VTB Bank as a part of construction premium residential complex SHIFT.

● LIFE Varshavskaya

Kindergarten and School in LIFE Varshavskaya put into operation and transferred to the city. Mikhail Mishustin, Chairman of the Government of the Russian Federation, and Sergey Sobyenin, Mayor of Moscow has visited the school opening ceremony.



AWARDS 2023

PROESTATE&TOBY Awards

PIONEER – Developer of the year
OSTANKINO BP- Best business center of «A» class

Workplace Awards

PIONEER - Developer of the year
OSTANKINO BP – Deal of the year

Репутация 2023

Leonid Maximov – Person of the year

Arendator Awards

BOTANICA MFC – Best business center project

Reliable Builder of Russia 2023

PIONEER – Gold mark

TOP RC

LIFE Varshavskaya – Best pedestrian boulevard
LIFE Varshavskaya – Best newbuild residential complex in old Moscow

Urban Awards

PRIDE – Premium choice of parents
SHIFT – Best architecture concept of residential complex

Best for life Design Awards

OPUS – Best architecture concept
OPUS – Best lobby design-project

Forbes

PIONEER – Top 5 developers of Moscow

Real estate market records

PRIDE – Residential complex premium class №1

Green Property Awards

BOTANICA MFC – Best business center

ERZ

Top 5 Moscow developers based on consumer qualities of residential complexes



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